

02 November 2020
ASX Announcement

ASX – OLI
OFTG hits 100 Store Milestone with EG

Oliver's Real Food Limited (the **Company**) is proud to announce that today, Monday 2nd November 2020, we will open the 100th OFTG outlet in conjunction with EG.

On May 25th 2020, the company entered into a long-term agreement and Intellectual Property (IP) Licence with EG, to supply EG's Petrol and Convenience outlets in Australia, on an exclusive basis, with its branded "Olivers Food to Go" (OFTG) offering, on the following terms:

1. EG would pay OLI an upfront once off licence fee of **AUD\$500,000** in exchange for OLI granting it an exclusive licence to use its OFTG Trademark in connection with the sale of OFTG products in EG's Australian petrol and convenience outlets under a Supply Agreement.
2. The Supply Agreement would be an exclusive supply agreement for OLI to supply all products to be sold at the EG OFTG outlets, for an initial term of 10 years (**Initial Term**) with an option for the parties to agree to extend the Supply Agreement for a further 10 years at the end of the Initial term.
3. EG would be subject to minimum performance requirements including opening a minimum 100 OFTG outlets within 12 months of the date of the deed.
4. OLI would retain ownership of all its IP and any improvements or goodwill arising from use of its IP by EG will also be owned by OLI.



Today, Monday 2nd November 2020, the company is delighted to announce that it will open in conjunction with EG, the 100th OFTG outlet in Lake Munmorah on the Central Coast of NSW.

Tammie Phillips – CEO commented:

"I have to say that I am delighted with the way EG have embraced this opportunity, their enthusiasm for the Oliver's Food to Go brand is palpable. This is a significant milestone for both OLI and EG, but this is by no

means the end of the roll out. The roll out will continue at a solid pace with an average of 3-4 new outlets opening each week between now and Dec 2020. ”

Jason Gunn – Founder and Chairman commented:

“We were always confident that this style of partnership would be good for the company, but we had no idea that EG would embrace the opportunity with so much enthusiasm and proceed at such a fast pace. This has truly been the tonic the business needed in a difficult trading period, giving our operations team, under the strong leadership of Tammie Phillips, something to really get their teeth into whilst our core business has endured the impacts of the COVID19 pandemic. The next phase of this relationship, that will run in parallel to the OFTG roll out, will see EG opening full offering Oliver’s Real Food café outlets under the recently executed Master Franchise agreement. With COVID restrictions easing across the country, and consumers being released from lock down in Victoria, we anticipate a much better trading period in the coming summer months as consumers get out of their houses and onto the roads to take that much needed road trip to visit friends, family and loved ones ”

This ASX release has been authorised by the Board of Directors.
For further information please contact: Jason Gunn, **Chairman**
jason@oliversrealfood.com.au + 61 (0) 434 390 758

About Oliver's Real Food Limited (ASX:OLI)

Oliver's Real Food Limited (**Oliver's**) listed on the ASX on 21 June 2017. Over its 15-year operating history, Oliver's has established a significant market position providing a health fast food alternative for travellers on Australia's major arterial highways. Oliver's Real Food is the world's first "certified organic fast food chain" and provides its customers with premium quality, "real" food that is fresh, natural, & free from additive and preservatives. Oliver's is a conscious business that understands, and is committed to, the interdependency of "all stakeholders" including our customers, investors, team members, suppliers, the environment, and the communities in which we operate. **www.oliversrealfood.com.au**.